

FCIB's 24TH ANNUAL Global Conference

September 15-17, 2013 • Hyatt Penn's Landing • Philadelphia, PA



FCIB
The Finance, Credit & International
Business Association

Program-at-a-glance

SUNDAY September 15

6:30–7:30pm

Welcome Reception

MONDAY September 16

8:00–8:45am

Continental Breakfast
Exhibitor showcase

8:45–9:00am

Conference Welcome

9:00–10:15am

Third World Lessons for
First World Growth

Speaker: Peter Henry, Dean,
Leonard N. Stern School of Business,
New York University

Thirty years ago, China seemed hopelessly mired in poverty, Mexico triggered the Third World Debt Crisis and Brazil suffered under hyperinflation. Since then, these and other developing countries have turned themselves around, while First World nations, battered by crises, depend more than ever on sustained growth in emerging markets.

The secret to emerging countries' success (and ours) is discipline—sustained commitment to a pragmatic growth strategy. We need less polarization and more focus on facts to answer the fundamental question: which policy reforms, implemented under what circumstances, actually increase economic efficiency?

Through examples, speaker Peter Henry will show that in much of the emerging world the policy pendulum now swings toward prudence

and self-control. This session offers vital lessons for developed and developing nations in search of stability and growth.

10:15–10:45am

Networking Coffee Break

Exhibits open

Sponsored by: *creditsafe*

10:45am–12:00pm

U.S. Exports, Competitiveness,
and the Export Import Bank (Ex-Im)
of the United States

Strong U.S. economic engagement with the rest of the world is a key ingredient for U.S. prosperity and security in the 21st century. Globalization, the emergence of a multipolar global economy, and advances in technology are creating profound opportunities, challenges, and risks that will test the American economy and entrepreneur. Speaker Sean Mulvaney will provide a perspective on some of these challenges as he sees them in his role as one of five directors of the Export Import Bank of the United States, the official export credit agency (ECA) of the U.S. government. Specifically, Sean will talk about the importance of a robust, active Ex-Im partnership with trade financial service providers. He sees a healthy financial sector being able to meet the trade finance needs of U.S. exporters (with or without the assistance of Ex-Im insurance or guarantees) as a prerequisite for maintaining U.S. competitiveness and American jobs in the years ahead.

Speaker: Sean Mulvaney, Director,
Export-Import Bank of the United States

12:00–1:30pm

Networking Lunch

1:30–3:15pm

International Payment Methods

Learn how to get paid around the world in this session. Moderator Wanda Borges will lead the panel in a discussion of traditional and emerging international payment methods. Topics covered will include SEPA and the European Payment Directive, letters of credit, bank guarantees, bank payment obligations, documentary collections, payment escrows and open account.

Moderator: Wanda Borges, Esq., Member/
Shareholder, Borges & Associates, LLC

Panelists: Luis Noriega, ICCE, Vice President,
JPMorgan Chase Bank, N.A.

Cynthia Wieme, MBA, CCE, ICCE, MICM,
Global Credit Manager, Advanced Energy
Industries, Inc.

David Vermeylen, Global Credit Manager,
Petrochemicals, BP Chemicals

3:15–3:45pm

Coffee Break

Exhibits open

3:45–5:00pm

Concurrent Sessions

Executive Exchange Session

(Large and multi-national companies)

Get your questions answered in this interactive session developed for professionals with an advanced level of experience. The panel members will be sharing their experiences and discussing the hottest industry topics of the day. Areas of discussion will include Basel III, ICC rules, anti-bribery sanctions, fraud and Big Data.

Moderator: John LaRocca, CICP, Director
of Global Credit, Hitachi Data Systems
Corporation

Program-at-a-glance continued

Panelists: Gary Biehn, Esq., Chair, China Business Group and International Group, White and Williams LLP

Michael Ford, Vice President of Regulatory Compliance and Quality, BDP International

David Vermeylen, Global Credit Manager, Petrochemicals, BP Chemicals

or

Trade Finance Program and Terms (Medium to small companies)

Designed with small and medium-sized enterprises (SMEs) in mind, moderator Yuki Fujiyama and a panel of trade finance experts will discuss the unique challenges SMEs face in international credit. What will the banking system look like after QE3? What resources will be available and what will the requirements be?

Moderator: Yuki Fujiyama, ICCE, Trade Finance Specialist, U.S. Department of Commerce

Panelists: Regina Gordin, Export Finance Manager, Export-Import Bank of the United States

Michael Thompson, Vice President, International Banking Group, Fulton Financial Corporation

Christopher Williams, Outreach Coordinator, Credit Programs, USDA-Foreign Agricultural Service

John Xu, Lender Relations Specialist, District International Trade Officer, U.S. Small Business Administration

6:00–8:00pm

Networking Dinner

Location to be announced.

TUESDAY September 17

8:00–9:00am

Continental Breakfast

Exhibitor showcase

9:00–10:15am

Currency Control & Foreign Exchange Risk

Speaker Kevin Hebner of JPMorgan Chase will address the latest issues in foreign exchange. Delving into different regions and industries, the session will pay particular attention to Asia and Latin America, while also giving an update on Basel III and other rules and regulations around the world.

Speaker: Kevin Hebner, Senior FX Strategist, JPMorgan Chase Bank, N.A.

10:15–10:45am

Coffee Break

Exhibits open

Sponsored by: FCIA

10:45am–12:00pm

Political Risks in Global Hot Spots

This session will feature a discussion of political issues around the world and their effects on the world economy. Moderator Nadine Moore and the panel will cover regions and countries including South American nations like Venezuela and Argentina, Egypt and Turkey, and the PIIGS countries.

Moderator: Nadine Moore, Senior Vice President, Lockton Companies, LLC

Panelists: James Dezell, Senior Vice President, U.S. Practice Growth Leader, Marsh USA, Inc.

Todd Lynady, Senior Underwriter, Euler Hermes

Bob Wanuga, MBA, Senior Risk Manager, Atradius Trade Credit Insurance, Inc.

12:00pm

Conference Adjourns

Keynote SPEAKERS



PETER HENRY, DEAN, LEONARD N. STERN SCHOOL OF BUSINESS, NEW YORK UNIVERSITY

Peter Henry is the dean of New York University's Leonard N. Stern School of Business, assuming the position in January 2010. Peter came to Stern from the Stanford University Graduate School of Business, where he was the Konosuke

Matsushita professor of international economics. He is also a member of the board of directors of the National Bureau of Economic Research, the Council on Foreign Relations and the Kraft Foods Group, and is a nonresident senior fellow of the Brookings Institution.

In 2008, he led Barack Obama's Presidential Transition Team in its review of international lending agencies such as the IMF and the World Bank. In June 2009, President Obama appointed Peter to the President's Commission on White House Fellowships.

The author of numerous academic articles and book chapters, Peter is best known for a series of publications on debt relief, international capital flows and the role of institutions in economic growth. His writing also appears in *Global Crises, Global Solutions*, the published proceedings of the Copenhagen Consensus, an international conference on how to make the most efficient use of the world's scarcest resources. *The Economist* named the conference publication one of the Best Business Books of 2004.

Peter received his PhD in economics from the Massachusetts Institute of Technology (MIT). Prior to his studies at MIT, Peter earned a bachelor's degree in mathematics from Oxford University, where he was a Rhodes Scholar. Prior, Peter earned a bachelor's degree in economics from the University of North Carolina at Chapel Hill, where he was a Morehead Scholar.



SEAN MULVANEY, DIRECTOR, EXPORT-IMPORT BANK OF THE UNITED STATES

Sean Robert Mulvaney is a member of the board of directors of the Export-Import Bank of the United States (Ex-Im Bank). A presidential appointee, he was sworn-in on June 6, 2011.

Prior to his appointment, Director Mulvaney served as director of the Economic Policy Program at the German Marshall Fund of the United States. Previously, he worked for the U.S. Agency for International Development, where he served until November 2008 as assistant administrator for management, a Presidentially-appointed and Senate-confirmed position.

In addition to his service in the executive branch, Director Mulvaney has ten years of legislative experience on Capitol Hill serving various members working on trade and other policy issues. From 2005 to 2006, he worked as an assistant to Speaker J. Dennis Hastert for Appropriations, Budget and U.S. Trade Policy in the U.S. House of Representatives. From 2001 until 2005, he served as a trade and foreign policy advisor to the chairman of the House Appropriations Subcommittee on Foreign Operations, Congressman Jim Kolbe of Arizona. From 1998 to 2001, Director Mulvaney worked in brand management for the consumer products division of GlaxoSmithKline.

Director Mulvaney received a B.A.S. in Economics and French from Washington University in St. Louis in 1990 and a Masters in International Management from Thunderbird, the American Graduate School of Global Management in 1997.

SPEAKERS

the best in the industry

Gary Biehn, Esq.

Chair, China Business Group and International Group, White and Williams LLP

Wanda Borges, Esq.

Member/Shareholder, Borges & Associates, LLC

James Dezell

Senior Vice President, U.S. Practice Growth Leader, Marsh USA, Inc.

Michael Ford

Vice President of Regulatory Compliance and Quality, BDP International

Yuki Fujiyama, ICCE

Trade Finance Specialist, U.S. Department of Commerce

Regina Gordin

Export Finance Manager, Export-Import Bank of the United States

Kevin Hebner

Senior FX Strategist, JPMorgan Chase Bank, N.A.

John LaRocca, CICP

Director of Global Credit, Hitachi Data Systems Corporation

Todd Lynady

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Global Credit Manager, Advanced Energy Industries, Inc.

Christopher Williams

Outreach Coordinator, Credit Programs, USDA-Foreign Agricultural Service

John Xu

Lender Relations Specialist, District International Trade Officer, U.S. Small Business Administration

For full biographies, please visit www.fcibglobal.com.

Hotel Information

FCIB's 24th Annual Global Conference will be held at the **Hyatt Penn's Landing**. Hotel address: 201 S. Columbia Blvd., Philadelphia, Pennsylvania 19106

The group rate is \$185 single/double occupancy per night plus applicable taxes. Please reference *FCIB Global Conference* to secure this conference rate.

Hotel reservations must be made by August 2, 2013 to ensure the discounted group rate; however, we encourage reservations as soon as possible to ensure availability. Hotel reservations may be made by calling The Hyatt at (215) 928-1234, or online by choosing the **"Reserve Your Room Now!"** option on the "FCIB 24th Annual Global Conference" under the "Event" page on the FCIB website.

Special Services

If you require special accommodations to fully participate in this conference please email fcibglobal@fcibglobal.com with a description of your needs.

Cancellation and Refund Policy

Registration fees, less a \$75 processing fee, will be refunded for written cancellations received 21 days before the program start date. No refund or credit for cancellations within 21 days of the program start date. Substitutions are permitted.

Earn ICEUs

6 Education and 6 Participation Points will be awarded toward all International Certified Credit Executive (ICCE) certifications/recertifications.

Earn CEUs

The Education Department of the National Association of Credit Management® has reviewed the educational content of this advanced-level program. Participants attending this program will earn continuing education units (CEUs), all of which are valid for CCE recertification. Each session has been awarded 0.125 CEUs, with the exception of The International Payment Methods session which has been awarded 0.175 CEUs. NACM Control Numbers have been assigned for each session.

Continuing education units have been awarded in accordance with the standards recommended by the International Association for Continuing Education and Training. The CEU is a nationally recognized unit designed to provide a record of an individual's continuing education accomplishments. One continuing education unit (CEU) is awarded for each 10 contact hours of instruction.

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YOUR TOTAL SOLUTION

No matter what your size, product or service, develop and tailor your business strategies based on expert insights and shared best practices from your industry-leading peers. Unparalleled global networking opportunities and expertly-led sessions addressing credit management's most pressing modern issues make this the professional development event of the year.

Established in 1919, FCIB enjoys a global reputation as the premier association of executives in Finance, Credit and International Business providing superior products and services to enable a vast network of 1,100 international credit professionals from 55 countries around the world.

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